

Negotiators from polychronic cultures tend to be comfortable with a high flow of information.

Select one:

- a. True Correct
- b. False

Japanese negotiators tend to:

Select one:

- a. resolve pending issues aggressively.
- b. focus on awareness of group needs and goals. Correct
- c. disclose information about themselves easily.
- d. all of the above.

More often than not, American negotiators, though logical, tend to rely on emotionality for persuading the other party.

Select one:

- True
- False Correct

The particularity of African approaches to negotiation are:

Select one:

- a. reliance on emotionality for persuasion.
- b. concentrating on resolution of all issues before the end of the negotiation.
- c. respect of kinship ties and elder roles. Correct
- d. none of the above.

Masculinity-Femininity in negotiations refers to the degree of assertiveness and machoism in dealing with the other party.

Select one:

- True
- False Correct

Cultural approaches to negotiation may differ in relation to a number of factors, which may include, but may not be limited to, the following: i. Avoidance of Uncertainty ii. Orientations in relation to Time iii. Power Distance iv. Authority

Select one:

- a. i, ii, and iii above. Correct
- b. iii and iv above.
- c. ii, iii and iv above.

Negotiators from polychronic cultures tend to be comfortable with a high flow of information.

Select one:

True Correct

False

In negotiations, priorities reflect:

Select one:

- a. the relative importance of various interests of the parties.
- b. the relative importance of various interests or positions.
- c. the overall importance of various interests or positions. Incorrect
- d. none of the above.

Distributive and integrative negotiations have in essence to deal with the quality of resources, not with the evaluation of those resources.

Select one:

True Incorrect

False

In negotiations, interests are:

Select one:

- a. the needs underlying the negotiator's priorities.
- b. the needs underlying the negotiator's strategies.
- c. the needs underlying the negotiator's positions. Correct
- d. none of the above.

The prominent features of culture which affect negotiation strategy are: i. Individualism vs Collectivism ii. Egalitarianism vs. Hierarchy iii. Collectivism vs. Hierarchy iv. Low-Context vs. High-Context Communications

Select one:

- a. i, ii and iii above.
- b. i, iii, and iv above.
- c. ii, iii, and iv above.
- d. i, ii, and iv above Correct

The most common types of negotiation outcomes are called either distributive or aggregative.

Select one:

True
False Correct

A holistic approach towards negotiation and problem solving is mostly favoured by:

Select one:

- a. Japanese negotiators.
- b. European Negotiators
- c. Latin American negotiators.
- d. Central American negotiators. Correct